

•tokuyo

SANYO 按摩椅總經銷

MASSAGE CHAIR TC-350
TRAINNING MATERIAL



Features



- 1. Stretch function**
- 2. USB music player function**
- 3. Waist heating**
- 4. Soles vibration**
- 5. Restore function**
- 6. Good design of remote controller and side panel**
- 7. Armrest air pressure for added value**

Remote Controller Introduction



CONTROLE 1-a.jpg

Suggestion of Introduction process

The main function of this chair is : stretch, music synchronization. So the suggestion for introduction as follow:

1.Adjust the sitting posture

when buyers sit on the chair, the important step is adjust the sitting posture. Sales can ask the buyer “ Is it desire position for you?”

2. Select manual mode: Kneading. Meanwhile open the air pressure on footrest and seat.

1)When you select the kneading function, sales should spot the rollers on the Tianzhu point (which is the Troditional Chinese Medicine science, please see next page of the pictures). We can explain to the buyer, massage Tianzhu point can prevent and relief the toothache, headache.

2) Keep the roller goes down to the shoulder and spot there.

you can say to your buyers as follow: there are over than 40% person suffer the disease on the shoulder and neck, when we spot the roller on Jianjin point (the Traditional Chinese Medical science, please see the next page for the point). Which can release the fatigue.

3) After several minutes massage on neck. We change the tapping function and adjust the massage speed to the lowest on the back, makes rollers goes up and down 2 times, meanwhile you explain to you buyers, tapping on back is tapping the meridian in fact, it's helpful to our heart, liver, spleen, stomach , lungs, kidney.

4) Then change kneading+tapping function on buyers waist. The vertebration of person has a big space when we sit on chair, cause our vertebration is not straight. So we use the kneading+tapping function on waist. Waist can be massage well under this function.

3. 1) When the rollers on the waist , we can let the buyer enjoy it. Meanwhile you should introduce heating function on back. Why we design heating function on back. There are two points you can say. 1. After long time working in one day, we want to relax ourself, we will select to take a hot water shower, cause we can relax ourself when we take a hot water shower.

2. Kidney is our one of the biggest exhaust ventilation system for toxic agents control. Heating function on back which warm the kidney, and get the function of elimination of toxicant. So we design the heating on back.

2) You can say the function of air pressure on footrest and seat.

Air pressure on footrest: the side air pressure of soles tighten the feet and meanwhile shiatsu massage the soles, and vibration on soles which relief your fatigue.

Air pressure on seat: which will massage your thighs, cause it's hard for us to massage thighs, the thighs get a good relaxing through massage it, especially for women, which make the beautiful legs.

4. After you show all the manual mode to you buyers, you should told them we still have a very special and interesting function, Stretch. Press Stretch function. And let the buyers enjoy it. We can say the stretch like a “fan” , first time, the stretch angle is small, it's just a warm up for futher stretch; second time stretch, the stretch angle in the middle, and the last time, the stretch angle get to the biggest, you like do Yoga.

I suggest just enjoy the air pressure under stretch function. Cause if we select some manual mode on back, when buyers are stretched, the rollers can not massage well. And the Stretch function just 5 minutes.

6. After enjoying the stretch function, we adjust chair to a good position for sitting, and introduce 4 auto modes, we still have the music sychronization function, the massage rhythm will be changed with the music rhythm.

7. After all the function you had introduced to buyers, you can let them enjoy the chair, meanwhile you can show the remote controller to them. The remote controller comes to the design of ergonomic, it's very easy to handle, and the indicator light will be change from brown to orange when chair work.

8. I think the time is up after you introducing all the function to buyers, and when the buyers want to get off from the chair, you can say we still have a restore function, just press restore button, the chair will get the original position , but the massage will not stop. Restore is difference to other chairs.

For example, if you test other chairs, after massaging, you should let the backrest and footrest come back one by one, and then you can get off . Our TC-350 no need, just press restore and power, the chair come back to original position and the massage stop.

9. The high cost performance:

With Lower price, but we will supply earphone and the 512MB USB. This chair is really compete in the market.

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Thanks for your time!